

Message Text

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PAGE 01 KARACH 02468 110554Z

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FM AMCONSUL KARACHI

TO USDOC WASHDC

INFO AMEMBASSY ISLAMABAD

SECSTATE WASHDC 8527

UNCLAS KARACHI 2468

E.O. 11652: N/A

TAGS: BBSR, PK

SUBJECT: WTDR - GROUPE MARKETING LTD.

REF: A. STATE A7966

B. KARACHI A127

1. ADDRESS: STATE LIFE BUILDING, I.I. CHUNDRIGER ROAD, KARACHI-2.

CABLE: GROUPMAR. PHONE: 239261. OFFICER: S.S. ALI, MANAGING DIRECTOR.

2. SMALL, LIMITED LIABILITY COMPANY, ESTABLISHED 1954. EMPLOYS FIVE, TWO IN SALES. INDENT SALES AGENT FOR GOVERNMENT AND SEMI-GOVERNMENT PURCHASING AGENCIES, HANDLING CONSTRUCTION MACHINERY, MATERIAL HANDLING EQUIPMENT, AVIATION PLUGS, AIRCRAFT TIRES, RADIO AND NAVIGATIONAL EQUIPMENT. SALES AREA: PAKISTAN.

3. FINANCIAL REFERENCE: NATIONAL AND GRINDLAY'S BANK LTD., LLOYDS BRANCH, I.I. CHUNDRIGER ROAD, KARACHI. TRADE REFERENCE: CLARK INTERNATIONAL MARKETING, S.A., 1320, BATTLE CREEK, MICH.

4. MAJOR FOREIGN FIRMS REPRESENTED: CLARK INTERNATIONAL MARKETING S.A., 1320, BATTLE CREEK, MICH. (MATERIALS HANDLING EQUIPMENT); EATON CORPORATION, NEW YORK, N.Y. (CONSTRUCTION MACHINERY); CHAMPION SPARK PLUG CO., CONNER AVE., DETROIT, MICH. (AVIATION PLUGS); UNIROYAL INTERNATIONAL, 6600 EAST JEFFERSON AV., DETROIT, MICH. (AIRCRAFT AND HELICOPTER TIRES AND TUBES); CRISPIN INTERNATIONAL SALES CO., 22, WORLD TRADE CENTER, HOUSTON, TEX. (TOWED SCRAPERS)

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AND AIRCRAFT RADIO CORPORATION, A.G., KLOTEN, SWITZERLAND (A WHOLLY

OWNED SUBSIDIARY OF AIRCRAFT RADIO CORP., 100 MAIN ROAD, BOONTON, N.J. (RADIO AND NAVIGATIONAL EQUIPMENT AND PARTS); ALL ON EXCLUSIVE BASIS.

5. GROUPE MARKETING LTD. IS A WELL ESTABLISHED FIRM. ITS SMALL OFFICE IS LOCATED IN A CENTRAL BUSINESS DISTRICT OF KARACHI. COMPANY IS AN EFFECTIVE BIDDER ON TENDERS ISSUED BY VARIOUS GOVERNMENT AND SEMI-GOVERNMENT PURCHASING AGENCIES, ESPECIALLY THE PAKISTAN MINISTRY OF DEFENCE. COMPANY'S MANAGING DIRECTOR IS EXPERIENCED AND RESOURCEFUL. HIS GOOD CONNECTIONS HELP HIM SECURE BUSINESS FROM GOVERNMENT AND SEMI- GOVERNMENT PURCHASING AGENCIES. WORKING CAPITAL IS CLAIMED AT DOLS\$5,000 AND FY 1973-74 SALES AT DOLS200,000. COMPANY ENJOYS A GOOD REPUTATION IN LOCAL TRADE AND FINANCIAL CIRCLES. BANKING SOURCES CONSIDER THAT COMPANY DIRECTORS ARE EXPERIENCED AND ACTIVE BUSINEEMEN. COMPANY IS RECOMMENDED AS A SUITABLE BUSINESS CONNECTION.

6. DATE OF INFO: 12/74
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